

2005
ANNUAL
REPORT

October 1, 2004 ~ September 30, 2005



AMERICAN PRINTING HOUSE
FOR THE BLIND, INC.

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The American Printing House for the Blind promotes independence of blind and visually impaired persons by providing specialized materials, products, and services needed for education and life.

The artwork
Girl Dressed Wild



The artist
Veronica Pitts

ON THE COVER

ABOUT THE ARTWORK

The cover of this report features a painting entitled *Girl Dressed Wild*. The girl depicted sports a bold, mosaic-patterned dress and stands against a bright orange background. The 22 ½" wide x 28 ½" high artwork was a 2005 Second Place winner in the Ungraded category, APH InSights Art Competition.

ABOUT THE ARTIST

Veronica Pitts will be graduating in 2006 from the South Carolina School for the Deaf and Blind. When asked to describe Veronica, her teacher, Suzi Burnett, mentions her artistic flair for fashion and her skill accessorizing outfits. Veronica has a notebook of sketches, preferring to draw portraits, especially the clothes and hair. She would like to paint for a living.

ABOUT THE APH INSIGHTS ART COMPETITION

APH InSights, an annual art competition and exhibition for blind and visually impaired artists of all ages, draws hundreds of entries from around the world. Eligible artists may submit a two- or three-dimensional work in any visual art medium. Contact Roberta Williams at 800-223-1839 or rwilliams@aph.org for more information. View previous submissions on our website at www.aph.org, click on "Perspectives."



AMERICAN PRINTING HOUSE
FOR THE BLIND, INC.

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Note: This annual report is available on the web at www.aph.org. Click on the “About APH” link.

OFFICERS, TRUSTEES, AND COMMITTEES

Corporate Section: Officers, Trustees, and Committees, Fiscal Year 2005



W. James Lintner Jr.,
Board Chairman

CORPORATE TRUSTEES

Charles Barr, M.D.
S. Gordon Dabney
George N. Gill
Albert C. Horton
Julie S. Lee, M.D.
W. James Lintner Jr.
W. Barrett Nichols
J. A. Paradis III
Tuck Tinsley III, Ed.D.
Darrell R. Wells
Virginia T. Keeney, M.D.,
Trustee Emerita
J. A. Paradis, Trustee Emeritus
JoAnn Paradis, Trustee Emerita
James S. Welch, Trustee Emeritus

CORPORATE OFFICERS

W. James Lintner Jr., Chairman
S. Gordon Dabney,
Vice Chairman
Tuck Tinsley III, Ed.D., President
William G. Beavin, Vice President
of Finance and Secretary
Robert B. Brasher, Vice President
of Advisory Services
and Research
Jack N. Decker, Vice President
of Production

Donald J. Keefe, Vice President
of Development
J. Gary Mudd, Vice President
of Public Affairs
Darrell R. Wells, Treasurer

EX OFFICIO TRUSTEES

Ex Officio Trustees are responsible for the administration of the federal Act to Promote the Education of the Blind of 1879. The Ex Officio Trustees are the executive heads of schools for the blind, the chief state school officers of each state department of education, or the executive officers of other agencies serving the blind. If they choose, these executives may designate the Trusteeship to an appropriate professional within their organizations.

EX OFFICIO TRUSTEE ADVISORY COMMITTEES OCTOBER, 2004 – OCTOBER, 2005

The name of each member is followed by his or her term expiration date.

EDUCATIONAL PRODUCTS ADVISORY COMMITTEE

Larry Brown, Oregon, Chair,
2005
Kenalea Johnson, New Mexico,
2005
Carol McCarroll, Tennessee, 2005
Robb Farrell, Maryland, 2006
Jean Small, Maine, 2006
Bernadette Kappen, Pennsylvania,
2007
Tom Winton, North Carolina,
2007
Mike Cole, California, Alternate,
2005

EDUCATIONAL SERVICES ADVISORY COMMITTEE

Stuart Wittenstein, Chair,
California, 2005
Karen Blankenship, Iowa, 2005
Carmen Suminski, North Dakota,
2005
Joe Catavero, New York, 2006
Jean Martin, Minnesota, 2006
Gerald Kitzhoffer, Alternate,
New Jersey, 2005

INTRODUCTION

Introduction to the American Printing House for the Blind

SERVICE SINCE 1858

The American Printing House for the Blind (APH) has served our nation's blind and visually impaired citizens since before the Civil War. Founded in 1858, APH is the oldest company in the U.S. dedicated to creating products for people who are blind or visually impaired and is the largest organization of its kind in the world.

EXTENSIVE RANGE OF PRODUCTS

APH's product lines uphold our mission and include a wide variety of unique educational and daily living items. Some examples of our hundreds of products include: accessible textbooks and tests; large print organizers; braille teaching programs; talking software; tactile graphics tools; and science teaching kits.

These offerings are detailed in our comprehensive *Products Catalog*, organized into the National Agenda's core and expanded core curriculum instructional areas. APH also provides specialized catalogs: *Daily Living* (formerly *Adult Life*), *Family Life*, and *Bookstore*. In addition, we offer the *APH Demo Disc*, which includes accessible catalogs and demo versions of our software.

Specialty products, such as audio books and braille restaurant menus, are created by APH for commercial customers. In

addition, APH makes custom-ordered materials on demand, such as single copies of enlarged print textbooks.

In partnership with the field, the APH Department of Research supports the creation of a wide range of products by maintaining ongoing research and development activities.

UNIQUE SERVICES OFFERED

Examples of services offered by APH include:

- The *APH News* monthly newsletter featuring the latest information on APH products and services
- The *Louis* accessible materials database, including the APH File Repository
- NIP Training Events: APH partners with Ex Officio Trustees and others to provide National Instructional Partnership events across the country. Contracted experts create and present expanded instruction on the use of specific APH products in educational settings and across educational curricula.
- Accessible Magazines: APH offers a free subscription service for accessible editions of *Reader's Digest*® and *Newsweek*®. Donations are accepted to defray costs.



APH'S CORPORATE STATUS

APH is a private, nonprofit corporation. Responsibility for its administration rests with:

- Corporate Trustees chosen from the local business and professional community
- Ex Officio Trustees from educational and rehabilitation entities that serve students who are visually impaired or blind across the United States.

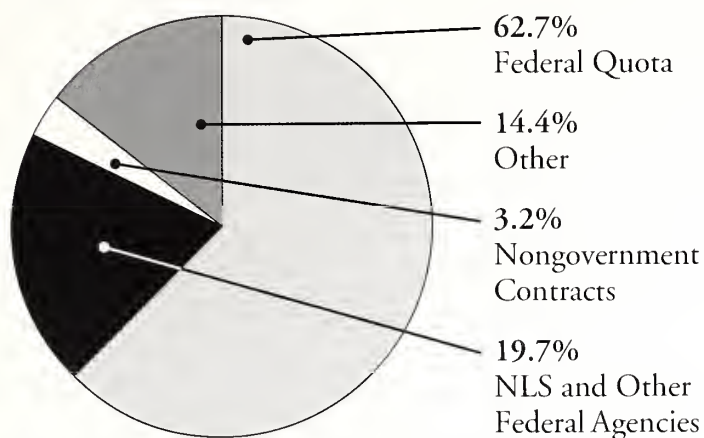
APH voluntarily complies with the provisions of the Sarbanes-Oxley Act of 2002 that sets the business standards for corporate governance and financial disclosure.

Much of APH's mandate is derived from the federal Act to Promote the Education of the Blind of 1879. This act designates APH as the official supplier of educational materials to all eligible blind students in the United States working at less than college level.

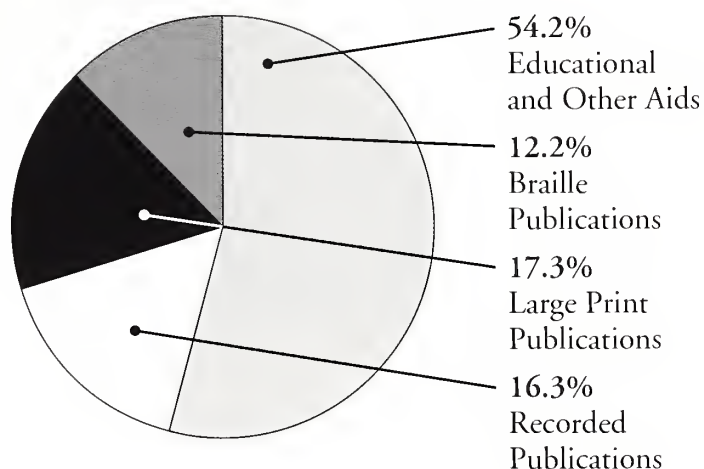
For additional information on APH and its full range of products and services that support products, visit www.aph.org.

FINANCIAL AND PRODUCTION HIGHLIGHTS 2005

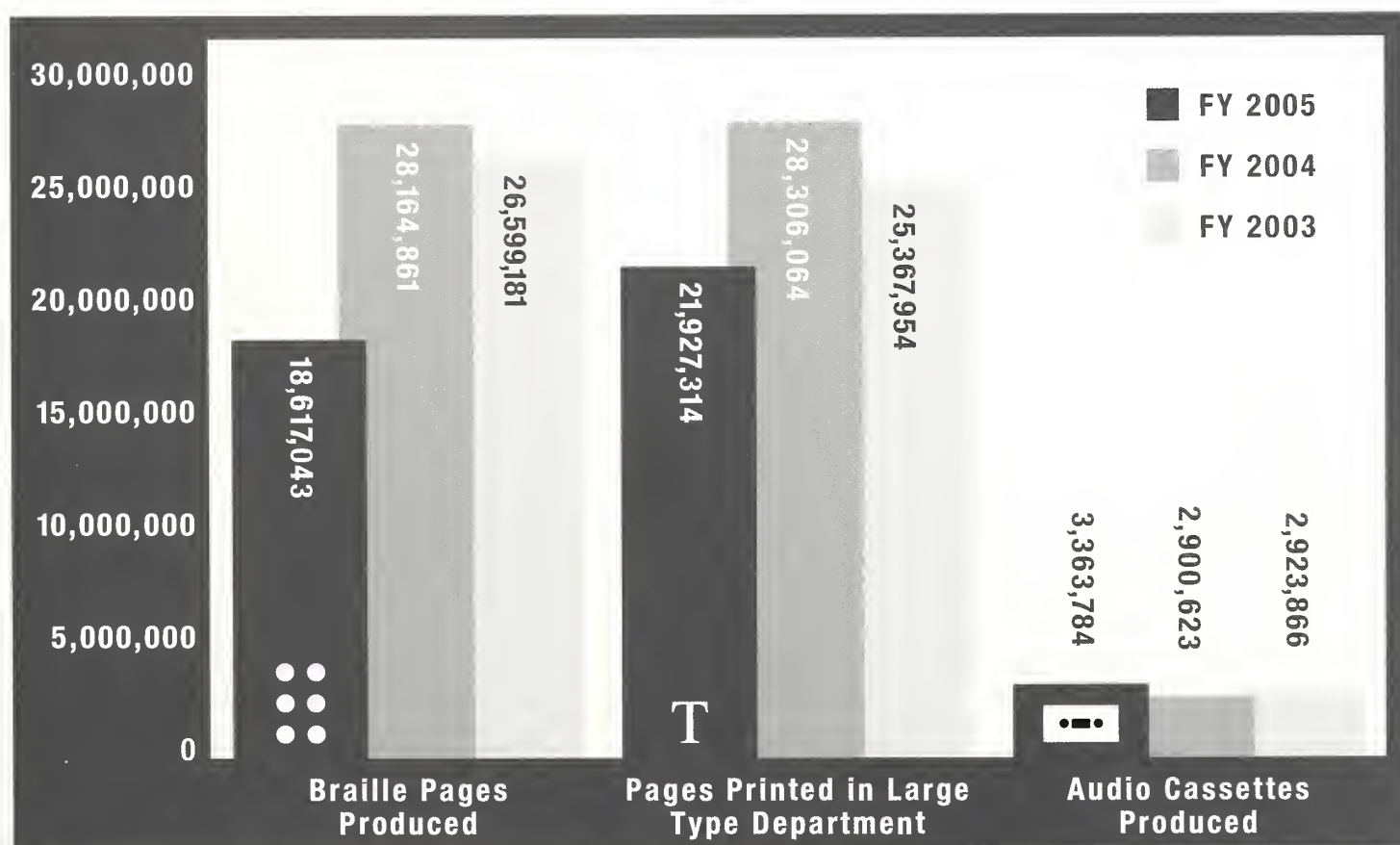
REVENUE DOLLAR



TYPES OF PRODUCTS SOLD



APH PRODUCTION HIGHLIGHTS





We at APH have completed seeing the company through its 147th year of providing special materials to the visually impaired population of our country. 2005 was a good year for the company, in products developed, products delivered, and product-related services provided. It was also a good year financially, with sales being just \$1 million short of our highest annual sales record.

Tuck Tinsley III,
APH President

PRODUCTS AND PRODUCTION

NEW PRODUCTS

Fifty-one (51) new products were made available in 2005. An average of 50 new products per year during the past five years is impressive compared to an average of only 9 per year from 1990 to 1995. Highlights this year included *Money Talks*™ Software, DRAFTSMAN Tactile Drawing Board, *Moving Ahead: Goin' on a Bear Hunt*, *Sense of Science: Animals*, *Sherlock Talking Label Identifier*, and *World Maps*.

Most importantly, we saw great acceptance of new products. Sales of products introduced in 2003, 2004, and 2005 exceeded 17% of all product sales.

BRAILLE

Early this year, the Braille Production floor was reorganized for more efficient workflow. The emphasis was on the consolidation of all production areas into a smaller area, reducing in-process inventory, discarding anything creating clutter, and improving product flow.

For braille transcription, we used over 250 National Library Service (NLS)-Certified transcribers and provided transcription training to over 200 individuals. We also completed 105 new braille textbook transcriptions, an increase of 30% over 2004.

LARGE PRINT

We completed 75 new textbook titles during the year using the APH Large Print process where textbooks are scanned and reformatted. That's a 67% increase over 2004, and the new process continues to improve and grow in popularity.

One of our major investments in FY 2005 involved commitment to large print production capacity. We replaced the Docucolor® copiers with state-of-the-art color reproduction equipment, the Xerox® iGen3®. This machine will produce up to 80 pages per minute compared to 26 with the Docucolor®.

For both braille and large print, we're confident we've made ordering textbooks easier by eliminating the requirement that two copies of the print textbook must accompany each order.

Sense of Science: Animals includes visual/tactile overlays and a guidebook that help students learn about life sciences, such as the life cycle of a butterfly.



SERVICE-TYPE ACTIVITIES

ACCESSIBLE TESTS

Four “Making Tests Accessible” workshops were offered “on-the-road” in 2005. Two were at test publisher sites (Educational Testing Service® and Harcourt®) and two were given as pre-conference workshops, one in connection with the California Transcribers and Educators of the Visually Handicapped Conference and the other at the Council of Chief State School Officers Conference. Over 100 test publishers and test personnel across the country received training from APH during 2005.

Staff edited and facilitated production of over 120 state assessments with accompanying test administration notes for presentation in braille, large print, and audio formats.

RESOURCE SERVICES

The APH Repository has 3,746 electronic textbooks, an increase of 198 from last year, and *Louis* has 191,000 records, up from 181,000 in 2004. The Accessible Media Producers Database now has 179 entries, an increase of 16, and over 1,000 records have been updated or added this year to the Fred’s Head Database of Tips and Techniques.

The APH website had a 94% increase in traffic in 2005. The website is an excellent assistance with surveys, both of customer satisfaction and as a part of field testing new products. The *APH News*, posted monthly, continues to be one of the most popular pages.

FIELD SERVICES

We provided 16 training sessions via webcast on topics including the *Louis* Database of Accessible Materials, the ‘K’ Sonar, the Book Port™, and APH software. Sessions had between 15 and 50 participants joining from states across the nation, Canada, and the UK.

In 2005, information about APH products and product-related services was provided through 98 presentations in 64 locations and exhibits at 35 additional venues.



Carol Allman, APH Consultant, presented a pre-conference workshop entitled "Making Tests Accessible" to attendees at the Council of Chief State School Officers Conference, San Antonio, Texas.

MUSEUM

A new traveling exhibit, *Braille Writers from the Callahan Museum Collection*, was completed this year. The hands-on exhibit features nine historic braillewriters. Also, *In Touch With Knowledge*, the museum's largest traveling exhibit, was refurbished in preparation for the 2006 season.

On a sad note, APH lost one of its best friends in August of 2005 with the death of Gene Callahan at the age of 93. APH's unique museum is named for Callahan and his deceased wife, Marie.

DATA FROM THE FY2005 FEDERAL QUOTA CENSUS

Data for FY2005 regarding the Act to Promote the Education of the Blind indicate the number of legally blind students registered was 57,199, an increase of 0.5% (286) over the number registered for FY2004. The 2005 appropriation provided \$230.91 per student for educational materials, a 9.5% increase over the \$210.89 per capita allocation in 2004. Of the 57,199 students, 9% (5,422) were registered as braille readers, 26% (14,626) as visual readers, 6% (3,442) as auditory readers, 33% (19,130) as non-readers, and 25% (14,579) as pre-readers. Of this group, 84% (47,971) were registered by state departments of education, 9% (5,115) were registered by residential schools for the blind, 4% (2,562) were registered by rehabilitation programs, and 3% (1,551) were registered by programs for the multihandicapped.

SARBANES-OXLEY ACT COMPLIANCE

In May 2004, we voluntarily set in place the structure to comply with the provisions of the Sarbanes-Oxley Act of 2002, which sets the business standards for corporate governance and financial disclosure for for-profit companies. We engaged Cotton & Allen Certified Public Accountants and Consultants to audit APH's 2005 financial statements and prepare the 2005 annual income tax return, Form 990, for a fee not to exceed \$24,700.

This hands-on exhibit, available from APH, features a history of the braillewriter with examples that can be touched.



MOVING FORWARD IN 2006

2006 will certainly offer unique financial challenges to APH as well as to most organizations that serve special populations. While we will maintain our focus on providing quality products and services, the obvious increases forthcoming in health care and utility costs have resulted in a budget for APH's 148th year of service that focuses on efficient, austere operations.

In closing out 2005, it is important to salute members of various advisory committees and focus groups, teachers who have field tested materials, and our Ex Officio Trustees. Special recognition must also be given to APH's corporate Board of Trustees and dedicated employees, without whom APH would not exist.

Respectfully submitted,

W. James Lintner Jr.,
Chairman

Tuck Tinsley III,
President

ANNUAL REPORT PRODUCTION CREDITS

Editorial Committee:

Scott Blome, Bob Brasher,
Becki Moody, Tuck Tinsley

Editor:

Scott Blome

Project Assistant:

Becki Moody

Design, Layout, Production Art:

Bisig Impact Group

SECRETARY'S REPORT

SECRETARY'S REPORT, 2005 FORMAL MEETING OF EX OFFICIO TRUSTEES

The 137th Formal Meeting of the Ex Officio Trustees of the American Printing House for the Blind convened at 12:00 p.m., October 15, 2005, at the Marriott Hotel Downtown in Louisville, Kentucky. The following conferees were present:

EX OFFICIO TRUSTEE ATTENDEES

Dee Amundsen (WA)
Jerry Baker (WY)
Mary Binion (OH)
Stephanie Bissonette (VT)
Olda Boubin (MN)
Dan Boyd (SD)
Rod Brawley (CA)
Kathy Brown (MI)
Larry Brown (OR)
Joseph Catavero (NY)
Derrick Cox (KY)
Suzanne Dalton (FL)
William Daugherty (KS)
Jacqueline Denk (KS)
David DeNotaris (NJ)
Elmer Dillingham (FL)
James Downs (GA)
Karen Duffy (NE)
Jim Durst (IN)
Leslie Durst (IN)
Robb Farrell (MD)
Angyln Franquemont (AR)
Steve Gettel (MT)
Sally Giittinger (NE)
Stacy Grandt (WI)
Dotta Hassman (IA)
Phil Hatlen (TX)
Ann Hicks (CO)
Jim Hill (AR)

Cathy Johnson (KY)
Marjorie Kaiser (SD)
Bernadette Kappen (PA)
Teresa Lacy (AL)
Melody Lindsey (MI)
Jean Martin (MN)
Carol McCarroll (TN)
Barbara McCarthy (VA)
Marty McKenzie (SC)
Elizabeth McKown (SC)
Cheryl Misialek (ND)
Nancy Niebrugge (CA)
James Oldham (TN)
Barbara Perkis (IL)
Rosie Pridgen (MS)
Lorri Quigley (UT)
Dorinda Rife (AZ)
John Roberts (KY)
Donna See (WV)
Jean Small (ME)
Dean Stenehjem (WA)
Carmen Suminski (ND)
Elaine Sveen (MD)
Robin Swenson (ID)
Dennis Thurman (NC)
Dawn Turco (IL)
Louis Tutt (CO)
Tom Winton (NC)
Stuart Wittenstein (CA)

APH STAFF ATTENDEES

Ralph Bartley
Janie Blome
Scott Blome
Bob Brasher
Jack Decker
Don Keefe
Mary Nelle McLennan
Julia Myers
Kathy Smiddy
Jane Thompson
Tuck Tinsley

OTHER ATTENDEES

Annette Reichman,
U.S. Department of Education,
Washington, DC

Kelli Sanchez and Casey Tinsley,
American Sign Language
Interpreters assigned to
Annette Reichman

The meeting was opened with a welcome from Dr. Tuck Tinsley III, APH President and member of APH's Board of Trustees. Dr. Tinsley introduced Annette Reichman, Project Officer of the U.S. Department of Education, who oversees APH's administration of the Act to Promote the Education of the Blind. Ex Officio Trustees and APH staff in attendance introduced themselves and the organizations and departments they represent.

MINUTES OF THE BUSINESS MEETING

Dr. Tinsley thanked Ex Officio Trustees for their attendance and stressed the importance of their participation in Annual Meeting. As of October 12, 2005, 147 individuals were managing 203 Federal Quota accounts. Twenty-seven Ex Officio Trustees were new to their roles in 2005. Dr. Tinsley reported on various aspects of fiscal year 2005, including sales of \$21.8 million and the introduction of 51 new products. He explained that APH's role in administering the National Instructional Materials Access Center (NIMAC) is not a part of the Act to Promote the Education of the Blind and thus was not included in the agenda for the Annual Meeting.

The Friday evening Annual Meeting banquet, which included the Hall of Fame Induction Ceremony, was discussed. The Hall of Fame for Leaders and Legends of the Blindness Field is housed at APH, but is a project of the entire field of vision. At question was whether the Trustees felt it appropriate for Hall of Fame activities to be conducted as a related session during Annual Meeting. Following discussion, Ex Officio Trustees expressed strong support for continuing Hall of Fame activities during Annual Meeting.

Mary Nelle McLennan, APH Executive Advisor to the President, presented information on GPRA (Government Performance Results Act) data previously provided to the Department of Education. She thanked Ex Officio Trustees for participating in and distributing the data survey and for providing "product priority" information.

APPROVAL OF ADVISORY COMMITTEE REPORTS

Larry Brown, 2005 Chair of the Educational Products Advisory Committee (EPAC), and Ex Officio Trustee representing the Oregon Department of Education, and Stuart Wittenstein, Chair of the Educational Services Advisory Committee (ESAC) and Ex Officio Trustee representing the California School for the Blind, recognized committee members and requested approval of the reports previously distributed to the Ex Officio Trustees. A motion to accept the reports as offered was made, seconded, and passed unanimously.

APPROVAL OF COMMITTEE NOMINEES

Theresa Lacy, Chair of the Nominations Committee and Ex Officio Trustee representing the Alabama State Department of Education, presented the committee's slate of nominees for Advisory Committee membership and chairperson positions for fiscal year 2006, as follows:

- **Carol McCarroll**, Ex Officio Trustee representing the Tennessee State Department of Education, was nominated as the Chair of the Educational Products Advisory Committee (EPAC) for 2006-2007.
- **Dean Stenehjem**, Ex Officio Trustee representing the Washington State School for the Blind, and **Lorri Quigley**, Ex Officio Trustee representing the Utah School for the Deaf and the Blind and the Utah State Office of Education, were nominated to serve three-year terms for EPAC.
- **Kenalea Johnson**, Ex Officio Trustee representing the New Mexico State Department of Education, was nominated as the alternate committee member for EPAC.
- **Karen Blankenship**, Ex Officio Trustee representing the Iowa Department of Education, was nominated as the Chair of the Educational Services Advisory Committee (ESAC) for 2006-2007.
- **James Downs**, Ex Officio Trustee representing the Georgia State Department of Education, and **Jacqueline Denk**, Ex Officio Trustee representing the Kansas State Board of Education, were nominated to serve two-year terms for ESAC.
- **Carmen Suminski**, Ex Officio Trustee representing the North Dakota Department of Public Instruction and the North Dakota School for the Blind, was nominated as the alternate committee member for ESAC.

A motion to accept the nominees as EPAC and ESAC Committee Members was made, seconded, and unanimously passed.

Bob Brasher and Janie Blome, Director, APH Field Services Department, acknowledged Larry Brown and Stuart Wittenstein, the retiring Advisory Committee Member Chairs, with gifts from APH.

Dr. Tinsley provided closing remarks and the meeting was adjourned at 1:30 p.m.

Respectfully submitted,



Kathy Smiddy,
Executive Secretary, APH

Note: Full reports of the Ex Officio Trustee Advisory Committees are provided in this annual report. Please see page 14.

LEARNING ACROSS A LIFETIME

Highlights from the 2005 APH Annual Meeting

J. Elton Moore presented a humorous and moving keynote speech entitled "Meeting the Needs of Students in a Changing Environment." Dr. Moore is the Director of the Rehabilitation and Research Training Center on Blindness and Low Vision at Mississippi State University and has been published extensively.



Annette Reichman, Project Officer of the U.S. Department of Education, expressed great interest in the mission of APH and the activities at Annual Meeting. Reichman oversees APH's administration of the Act to Promote the Education of the Blind.



Tuck Tinsley congratulates Lauren Allen, an award-winning APH InSights artist from the Cloverbrook Center for the Blind, Cincinnati, OH. Each year, several of the competition winners attend Annual Meeting to receive their awards in person.



Professor Jan van Dijk of the Sint-Michielsgestel Institute in The Netherlands, led an informal discussion about communication, literacy, and behavioral concerns for students who are deafblind at a pre-Annual Meeting session. Dr. van Dijk was attending Annual Meeting to present two product training sessions on his CD-ROM ***Child-guided Strategies for Assessing Children who are Deafblind or have Multiple Disabilities***, an APH product since May 2005.



Attendees were able to interact with the latest APH products in the Products Showcase room.

REPORTS FROM THE ADVISORY COMMITTEES

Reports from the Advisory Committees to the Ex Officio Trustees of the American Printing House for the Blind for Fiscal Year 2005

FORMAL REPORT: 2005 NOMINATIONS COMMITTEE FOR EX OFFICIO TRUSTEE ADVISORY COMMITTEES

The members of the 2005
Nominations Committee are:

- Teresa Lacy, Alabama, Chair
- Rod Brawley, California
- Elaine Sveen, Maryland

Members of the Committee
are honored to have been asked
to perform the important
assignment of nominating
Ex Officio Trustees to serve on
APH's two Advisory Committees.

The Educational Products
Advisory Committee and the
Educational Services Advisory
Committee support APH in
the organization's continuous
improvement process, focusing
on providing quality products
and services that effectively
meet the needs of our field.
Ex Officio Trustees benefit and
contribute through service on
the Advisory Committees; the
experience is an opportunity to
learn about APH and to impact
our important work.

Advisory Committee members
are nominated with the following
in mind:

- Geographic representation;
- Representation from a variety
of agencies eligible for Federal
Quota Funds;
- Experience as an
Ex Officio Trustee;
- No Advisory Committee
experience in the last three years;
- Gender diversity;
- A willingness to accept
the responsibilities of
the membership;
- The members of the
Nominations Committee may
not self-nominate.

The 2005 Nominations
Committee recommended
the following slate that was
unanimously approved at the
Formal Meeting of the Ex Officio
Trustees convened on October 15,
2005, in Louisville, Kentucky:

EDUCATIONAL PRODUCTS ADVISORY COMMITTEE

Chair for a one-year term:
Carol McCarroll, Ex Officio
Trustee representing the Tennessee
State Department of Education

**For three-year terms
as committee members:**
Lorri Quigley, Ex Officio Trustee
representing the Utah School for
the Deaf and Blind and the Utah
State Office of Education;
Dean Stenehjem, Ex Officio
Trustee representing the
Washington State School for
the Blind

Alternate for a one-year term:
Kenalea Johnson, Ex Officio
Trustee representing the
New Mexico State Department
of Education

Reports from the Advisory Committees of APH: Nominations Report, Fiscal Year 2005{CONTINUED}

THE EDUCATIONAL SERVICES ADVISORY COMMITTEE

The full 2005-2006 Educational Products Advisory Committee will be: (The year preceding the name indicates the final year of regular committee tenure.)

Chair – Carol McCarroll,
Tennessee
2006 – Robb Farrell, Maryland
2006 – Jean Small, Maine
2007 – Bernadette Kappen,
Pennsylvania
2007 – Tom Winton,
North Carolina
2008 – Lorri Quigley, Utah
2008 – Dean Stenehjem,
Washington
Alternate – Kenalea Johnson,
New Mexico

Chair for a one-year term:
Karen Blankenship, Ex Officio
Trustee representing the Iowa
Department of Education

For two-year terms
as committee members:
Jacqueline Denk, Ex Officio
Trustee representing the Kansas
State Board of Education;
James Downs, Ex Officio Trustee
representing the Georgia State
Department of Education

Alternate for a one-year term:
Carmen Suminski, Ex Officio
Trustee representing North Dakota
Department of Public Instruction

The full 2005-2006 Educational Services Advisory Committee will be: (The year preceding the name indicates the final year of regular committee tenure.)

Chair – Karen Blankenship, Iowa
2006 – Joe Catavero, New York
2006 – Jean Martin, Minnesota
2007 – Jacqueline Denk, Kansas
2007 – James Downs, Georgia
Alternate – Carmen Suminski,
North Dakota

The Nominations Committee thanks the new and returning Advisory Committee members and chairs for their willingness to serve. We encourage all interested Ex Officio Trustees to declare your interest to be a future Advisory Committee member; it is the single most important way to contribute as an Ex Officio Trustee.

Respectfully submitted,

Teresa Lacy, Chair
Rod Brawley and Elaine Sveen,
Members of the
Nominations Committee
Louisville, Kentucky
October 15, 2005

REPORTS FROM THE ADVISORY COMMITTEES

Reports from the Advisory Committees of APH: Educational Services Advisory Committee, Fiscal Year 2005

The Ex Officio Trustee Educational Services Advisory Committee as of May, 2005: Louis Tutt, Alternate, CO; Karen Blankenship, IA; Stuart Wittenstein, Chair, CA; Jean Martin, MN; Joe Catavero, NY. Not pictured: Carmen Suminski, ND.



REPORT OF THE EDUCATIONAL SERVICES ADVISORY COMMITTEE TO THE TRUSTEES OF THE AMERICAN PRINTING HOUSE FOR THE BLIND FOR FISCAL YEAR 2005

INTRODUCTION

The purpose of the Educational Services Advisory Committee (ESAC) is to:

- Provide oversight and leadership in the planning, evaluation, and delivery of services,
- Identify new services needed,
- Assist the promotion of APH products through services and,
- Advise APH on general operations and communications as they relate to the accountability of services provided.

The Committee met May 31-June 3, 2005 to address the 2004 ESAC report and to develop commendations and recommendations based on APH's response to this report. To assist with this endeavor, interactive presentations were made by APH's administrative staff and ESAC committee members. These interactive presentations provided progress updates on the 2004 recommendations, operations, and information on new initiatives.

ESAC COMMENDATIONS 2005

The Committee commends APH for:

1. Its commitment to promoting and improving services and products as related to the Act to Promote the Education of the Blind (1879).
2. Mandatory training of the Ex Officio Trustees (EOTs) that was conducted at the 2004 Annual Meeting.
3. Completion of the *Louis* Database of Accessible Materials survey in 2004.
4. Developing collaborative relationships, as follows:
 - a. Participation in the Cortical Visual Impairment (CVI) Summit
 - b. Leadership in the National Agenda for the Education of Children and Youths with Visual Impairments, Including Those with Multiple Disabilities

Reports from the Advisory Committees of APH: Educational Services Advisory Committee, Fiscal Year 2005{CONTINUED}



Hundreds of parents, teachers, and children attended the National Family Conference in Louisville, Kentucky, co-sponsored by APH.

- c. Co-sponsorship of the National Family Conference in cooperation with the National Association for Parents of Children with Visual Impairments (NAPVI) and the Hadley School for the Blind
- d. Collaboration with the American Foundation for the Blind (AFB) and the Texas School for the Blind and Visually Impaired (TSBVI) in the development of three accessible tests documents (Checklist for Request for Proposal Building, Assessment Issues: An Accommodations Guide, and Checklist for Test Administrators) presented at the 2005 Josephine L. Taylor Leadership Institute
- e. Partnerships with state entities and publishers by the Accessible Tests Department and Accessible Textbook Initiative and Collaboration Project (ATIC)
- 5. Identifying, planning, and implementing National Instructional Partnership (NIP) trainings that support APH products.
- 6. Effective use of technological advances to improve services, as follows:
 - a. Redesign of the braille production floor in the plant that eliminated the eight-month backlog
 - b. Lease and use of the Xerox® iGen3® digital color press for large print production that produces crisper color and quick turn-around at only \$0.50 per page
- c. Development of webcast option for dissemination of information and training
- 7. Posting the Student Registration System and Babies Count to the web.
- 8. Willingness to accept the critical responsibility for the National Instructional Materials Access Center (NIMAC).
- 9. Improvements in the area of communication via web and electronic media for Federal Quota and non-Federal Quota customers.

REPORTS FROM THE ADVISORY COMMITTEES

Reports from the Advisory Committees of APH:

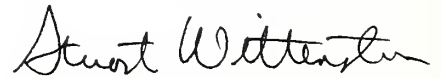
Educational Services Advisory Committee, Fiscal Year 2005{CONTINUED}

ESAC RECOMMENDATIONS 2005

The Committee recommends that APH:

1. Continue to provide mandatory EOT training at annual meetings.
2. Continue to use the feedback from the *Louis* survey to guide future direction for the resource services.
3. With regard to the historic implementation of NIMAS/NIMAC,
 - a. Collaborate with AFB on NIMAS/NIMAC talking points for the awareness of EOTs and the development of state education plans
 - b. Keep EOTs informed of developments regarding NIMAS/NIMAC on a regular basis
 - c. Utilize the advisory committees (ESAC and EPAC) for input on future direction of NIMAC
 - d. Provide update to the field on NIMAC at the 2005 Annual Meeting
4. Continue to encourage states to participate in Babies Count.
5. Establish additional collaborative partnerships, as follows:
 - a. Explore creating a network of approved braille producers that are accessible to EOTs
 - b. Solicit ideas for NIPs and develop partnerships with EOTs on needed trainings
 - c. Develop a focus group on the quality of tactile graphics with emphasis on collaboration between transcribers and educators
 - d. Develop collaborative partnerships to determine the role/responsibility and training needs of paraeducators/paraprofessionals
 - e. Develop collaborative partnerships to identify national standards aligned with APH products and the nine content areas of the Expanded Core Curriculum (ECC)
6. Explore additional distance education technology to encourage participation in training related to products.

Respectfully Submitted,



Stuart Wittenstein, Chair
Educational Services
Advisory Committee



Reports from the Advisory Committees of APH: Educational Products Advisory Committee, Fiscal Year 2005



The Ex Officio Trustee Educational Products Advisory Committee as of May, 2005:
Tom Winton, NC; Kenalea Johnson, NM;
Larry Brown, Chair, OR; Jean Small, ME;
Robb Farrell, MD; Bernadette Kappen, PA;
Carol McCarroll, TN. Not pictured: Mike Cole,
Alternate, CA.

REPORT OF THE EDUCATIONAL PRODUCTS ADVISORY COMMITTEE TO THE TRUSTEES OF THE AMERICAN PRINTING HOUSE FOR THE BLIND FOR FISCAL YEAR 2005

INTRODUCTION

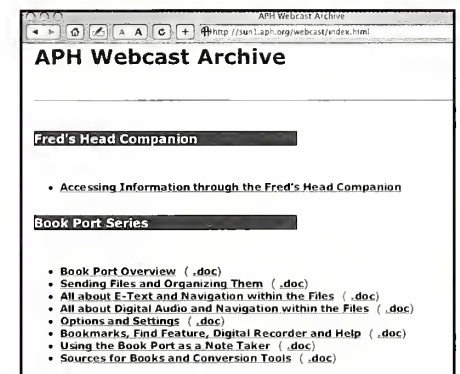
In April of 2005, the Educational Products Advisory Committee (EPAC) met for the fourth year as a formal advisory body to the American Printing House for the Blind (APH). The committee members reviewed products under development, met with APH staff, and approved new products for sale with Federal Quota funds. It was a pleasure for the Committee to spend time with the innovative and enthusiastic APH staff. After thoughtful review the committee offers the following commendations and recommendations to APH for consideration.

EPAC COMMENDATIONS 2005

The Committee commends APH for:

1. Its responsiveness to the expressed needs of the Project Leaders and departments throughout APH regarding both the workforce and physical plant.
 - a. The redesign of the braille production floor
 - b. Adding a programmer position for the Technology Group
2. Project Leaders who wrote their responses to protocol questions and provided supporting documentation to the individual EPAC members during the breakout sessions.
3. Continued collaboration with those in higher education conducting research, with the results being integrated into APH products and assessments.

4. Developing webcast options for disseminating information and training.



5. Creation and development of the CVI website.
6. Taking a leadership role in the development of the National Instructional Materials Access Center (NIMAC).

REPORTS FROM THE ADVISORY COMMITTEES

Reports from the Advisory Committees of APH:

Educational Products Advisory Committee, Fiscal Year 2005{CONTINUED}

7. Enabling staff availability in developing the Digital Accessible Information System (DAISY) 3.x standard and its result, the National Instructional Materials Accessibility Standard (NIMAS).
8. Completing the research leading to the proposed five-year Braille Textbook Improvement Project.
9. Budget adjustments to enable centralizing the textbook order process within ATIC.
 - a. Both large print and braille
 - b. Increased funds for braille transcription and trainings
10. Making permanent the ATIC large print editors.
11. Continued improvements in product research and development
 - a. Number and quality of products in development
 - b. Use of field tests for items in process
 - c. Developing products that have uses across age groupings
 - d. Involving a significant number of professionals from the field
12. Continued emphasis on the development of early literacy materials and related projects.
13. Formation of the Tactile Graphics Committee, with collaboration between tactile graphics and early literacy.
14. Filling the position of Early Childhood Project Leader.
15. The continued development of materials on the Accessible Tests Department website.
16. Collaborating on three accessible tests documents presented at the Jo Taylor Leadership Institute, March 2005.
17. New products in the low vision project area.
2. Consider having a Project Leader only at the beginning of the process for producing a series of books that already have an established format (e.g., Wright Group books, trade books, and leveled readers).
3. Review each project area to determine if Research Assistant support is needed to move priority products forward more quickly.
4. Maintain priority and timeline for the production of the Patterns: Primary Braille Reading Program revision.
5. Develop a unique identifier for software upgrades to indicate *Windows® 95-98-2000* or *XP* compatibility.
6. Develop additional webcast trainings, with topics to be based on solicited input from the field.
7. Expansion of resources and APH products added to the CVI web page.
8. Expand the use of focus groups to help new Project Leaders set priorities.
9. Continue the collaborative process with the medical community in the areas of early identification of children with: blindness or visual impairments, and CVI.

EPAC RECOMMENDATIONS 2005

The Committee recommends that APH:

1. Project Leaders complete and email responses to the protocol questions prior to the arrival of the EPAC committee. Additional documents can be presented at the group meetings.

Reports from the Advisory Committees of APH: Educational Products Advisory Committee, Fiscal Year 2005{CONTINUED}



The **CVI Perspectives** video explores cortical visual impairment (CVI) from three perspectives: medical, educational, and personal.

10. Review the different processes in the production of tactile graphics, looking for opportunities for standardization, both in-house and with other organizations. One example of collaboration with a product is the Promising Practices for Transcribing Early Literacy Textbooks.
11. Review the outsourced visual graphics process to ensure a more efficient, timely system.
12. Project Leaders collaborate to consider the use of a product with other age or ability groups.
 - a. Additional uses may need field testing with other populations for new manuals or addendums

13. Develop a Product Review banner on the APH website to feature a product each month and include:

- a. Comments from the field that can provide additional instructional uses and opportunities for product updates

- b. Archive the results for ongoing reference

14. Continue development of basic science reference materials used across curricula.

- a. Examples: tables and the solar system with astronomy, developed like the new periodic table of elements

15. Review and enhance the Transition Tote System related to the needs of students to develop auditory learning skills essential in postgraduate learning, assessment and employment. Apply to each of the three versions.

Respectfully Submitted,

A handwritten signature in black ink, reading "Larry Brown".

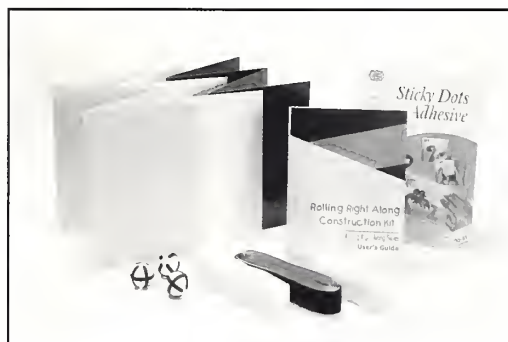
Larry Brown, Chair
Educational Products
Advisory Committee



REPORTS FROM THE ADVISORY COMMITTEES

Reports from the Advisory Committees of APH:

Educational Products Advisory Committee, Fiscal Year 2005{CONTINUED}



Rolling Right Along™ is a follow-up to the popular ***Rolling into Place***™ interactive visual/tactile book. This kit allows teachers to create their own books.

ADDENDUM TO THE ADVISORY COMMITTEE REPORTS, PROVIDED BY APH:

APH PRODUCTS APPROVED FOR PURCHASE WITH FEDERAL QUOTA FUNDS, FY2005

Alphabet Scramble.....5-01199-00

CVI Perspectives Video:

VHS.....1-30014-00

DVD.....1-30014-DVD

ENVISION French & Spanish

Street Signs1-08555-00

Homegrown Video: *ENVISION I*.....1-30015-00

Homegrown Video: *ENVISION II*.....1-30016-00

Invisiboard: Tic-Tac-Toe1-08542-00

Money Talks™:

CD-ROM.....D-03560-00

Electronic DistributionD-03560-ED

Periodic Table of Elements

Reference Chart1-08855-00

Reference Booklet, Print7-08855-00

Reference Booklet, Braille5-08855-00

Rib-It-Balls*

Jacob's 14" Rib-It-Ball.....1-07513-00

14" Replacement Bladder1-07513-01

Jacob's 18" Rib-It-Ball.....1-07514-00

18" Replacement Bladder1-07514-01

Jacob's 30" Rib-It-Ball

(with foot pump)1-07515-00

30" Replacement Bladder.....1-07515-01

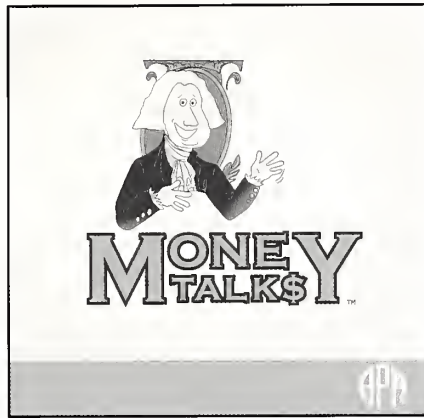
Rolling Right Along

Construction Kit™1-08451-00

***Note:** The Mini-Rib-It-Ball is not available with Federal Quota funds.

REPORTS FROM THE ADVISORY COMMITTEES

Reports from the Advisory Committees of APH: Educational Products Advisory Committee, Fiscal Year 2005{CONTINUED}



Money Talks™ is an accessible banking program with numerous functions and is suitable for older students and adults. It was released in FY2005.

Sherlock Talking Label Identifier 1-07410-00
Extra Adhesive Labels (pack of 25) 1-07411-00
Extra Plastic Tags (pack of 10)..... 1-07412-00

SQUID Tactile Activities
Magazine, Issue I..... 1-08862-01

Swirly Mats for Cortical
Visual Impairment (CVI) 1-08153-00

Swirly Mats for Functional
Vision Assessment (FVA) 1-08154-00

Tangle Toy® and Tangle Book Kit 1-08750-00
Optional Braille Guidebook 5-08750-00
Replacement Large Print Guidebook..... 7-08750-00

DISTRIBUTION OF ELIGIBLE STUDENTS

Based on the Federal Quota Census of January 5, 2004 (FY2005)

Grades:	Visual Readers	Braille Readers	Auditory Readers	Pre- readers	Non- readers	Totals
INFANT PROGRAMS:						
State Departments of Education.....	12	17	5	3,686	241	3,961
Schools for the Blind.....	1	3	1	1,177	106	1,288
Rehabilitation Programs.....	0	2	0	123	2	127
Programs For Multihandicapped.....	0	0	0	11	14	25
Totals:	13	22	6	4,997	363	5,401
PRESCHOOL:						
State Departments of Education.....	112	75	65	4,602	400	5,254
Schools for the Blind.....	3	7	8	307	76	401
Rehabilitation Programs.....	1	1	0	13	0	15
Programs For Multihandicapped.....	0	0	0	12	9	21
Totals:	116	83	73	4,934	485	5,691
KINDERGARTEN:						
State Departments of Education.....	409	148	31	985	280	1,853
Schools for the Blind.....	23	15	5	41	24	108
Rehabilitation Programs.....	2	1	1	2	0	6
Programs For Multihandicapped.....	0	0	0	1	3	4
Totals:	434	164	37	1,029	307	1,971
GRADE 1:						
State Departments of Education.....	658	224	43	572	250	1,747
Schools for the Blind.....	19	12	5	24	5	65
Rehabilitation Programs.....	1	0	0	0	0	1
Programs For Multihandicapped.....	0	0	1	0	1	2
Totals:	678	236	49	596	256	1,815
GRADE 2:						
State Departments of Education.....	727	251	56	353	247	1,634
Schools for the Blind.....	25	25	2	9	3	64
Rehabilitation Programs.....	2	1	0	0	0	3
Programs For Multihandicapped.....	0	0	1	1	0	2
Totals:	754	277	59	363	250	1,703
GRADE 3:						
State Departments of Education.....	846	255	58	201	226	1,586
Schools for the Blind.....	28	31	5	10	6	80
Rehabilitation Programs.....	3	0	0	0	0	3
Programs For Multihandicapped.....	1	0	1	0	0	2
Totals:	878	286	64	211	232	1,671

DISTRIBUTION OF ELIGIBLE STUDENTS_{CONTINUED}

Based on the Federal Quota Census of January 5, 2004 (FY2005)

Grades:	Visual Readers	Braille Readers	Auditory Readers	Pre- readers	Non- readers	Totals
GRADE 4:						
State Departments of Education.....	911	255	56	144	187	1,553
Schools for the Blind.....	41	43	2	7	7	100
Rehabilitation Programs.....	2	0	0	0	0	2
Programs For Multihandicapped.....	0	0	0	0	0	0
Totals:	954	298	58	151	194	1,655
GRADE 5:						
State Departments of Education.....	971	283	46	129	230	1,659
Schools for the Blind.....	53	44	8	3	7	115
Rehabilitation Programs.....	0	0	0	0	0	0
Programs For Multihandicapped.....	0	0	0	0	0	0
Totals:	1,024	327	54	132	237	1,774
GRADE 6:						
State Departments of Education.....	994	269	76	76	248	1,663
Schools for the Blind.....	47	64	5	5	7	128
Rehabilitation Programs.....	0	0	0	0	0	0
Programs For Multihandicapped.....	0	0	1	0	0	1
Totals:	1,041	333	82	81	255	1,792
GRADE 7:						
State Departments of Education.....	956	274	90	65	217	1,602
Schools for the Blind.....	72	67	8	3	7	157
Rehabilitation Programs.....	0	0	0	0	0	0
Programs For Multihandicapped.....	0	0	0	0	0	0
Totals:	1,028	341	98	68	224	1,759
GRADE 8:						
State Departments of Education.....	947	283	74	51	202	1,557
Schools for the Blind.....	62	64	5	7	10	148
Rehabilitation Programs.....	1	0	0	0	0	1
Programs For Multihandicapped.....	0	0	0	0	0	0
Totals:	1,010	347	79	58	212	1,706
GRADE 9:						
State Departments of Education.....	912	278	88	40	176	1,494
Schools for the Blind.....	60	86	12	3	9	170
Rehabilitation Programs.....	1	0	1	0	0	2
Programs For Multihandicapped.....	0	0	0	0	0	0
Totals:	973	364	101	43	185	1,666
GRADE 10:						
State Departments of Education.....	916	287	72	36	182	1,493
Schools for the Blind.....	83	92	10	0	6	191
Rehabilitation Programs.....	1	0	1	0	0	2
Programs For Multihandicapped.....	0	0	0	0	0	0
Totals:	1,000	379	83	36	188	1,686

DISTRIBUTION OF ELIGIBLE STUDENTS {CONTINUED}

Based on the Federal Quota Census of January 5, 2004 (FY2005)

Grades:	Visual Readers	Braille Readers	Auditory Readers	Pre- readers	Non- readers	Totals
GRADE 11:						
State Departments of Education.....	839	240	75	23	172	1,349
Schools for the Blind.....	94	79	9	0	14	196
Rehabilitation Programs.....	1	0	1	0	0	2
Programs For Multihandicapped.....	0	0	1	0	0	1
Totals:	934	319	86	23	186	1,548
GRADE 12:						
State Departments of Education.....	874	230	99	16	269	1,488
Schools for the Blind.....	90	113	16	4	25	248
Rehabilitation Programs.....	2	0	3	0	0	5
Programs For Multihandicapped.....	0	0	2	0	1	3
Totals:	966	343	120	20	295	1,744
ACADEMIC NONGRADED:						
State Departments of Education.....	423	98	138	270	1,014	1,943
Schools for the Blind.....	58	98	57	70	68	351
Rehabilitation Programs.....	0	2	1	0	2	5
Programs For Multihandicapped.....	1	0	0	0	9	10
Totals:	482	198	196	340	1,093	2,309
POSTGRADUATE:						
State Departments of Education.....	19	8	4	30	21	82
Schools for the Blind.....	7	10	1	1	4	23
Rehabilitation Programs.....	0	0	0	0	0	0
Programs For Multihandicapped.....	0	0	0	0	0	0
Totals:	26	18	5	31	25	105
VOCATIONAL:						
State Departments of Education.....	30	6	13	1	10	60
Schools for the Blind.....	11	9	3	2	2	27
Rehabilitation Programs.....	0	0	0	0	0	0
Programs For Multihandicapped.....	0	0	0	0	0	0
Totals:	41	15	16	3	12	87
ADULT STUDENTS:						
State Departments of Education.....	372	217	693	46	2,721	4,049
Schools for the Blind.....	31	40	20	1	80	172
Rehabilitation Programs.....	932	470	806	0	154	2,362
Programs For Multihandicapped.....	30	14	56	11	1,235	1,346
Totals:	1,365	741	1,575	58	4,190	7,929
OTHER REGISTRANTS:						
State Departments of Education.....	799	200	470	1,283	9,192	11,944
Schools for the Blind.....	107	129	117	115	615	1,083
Rehabilitation Programs.....	0	0	0	0	26	26
Programs For Multihandicapped.....	3	2	14	7	108	134
Totals:	909	331	601	1,405	9,941	13,187

DISTRIBUTION OF ELIGIBLE STUDENTS {CONTINUED}

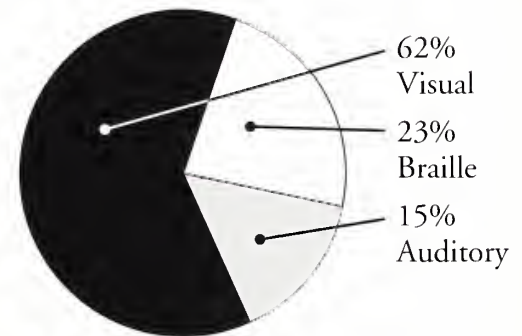
Based on the Federal Quota Census of January 5, 2004 (FY2005)

Grades:	Visual Readers	Braille Readers	Auditory Readers	Pre-readers	Non-readers	Totals
TOTALS:						
State Departments of Education.....	12,727	3,898	2,252	12,609	16,485	47,971
Schools for the Blind.....	915	1,031	299	1,789	1,081	5,115
Rehabilitation Programs.....	949	477	814	138	184	2,562
Programs For Multihandicapped.....	35	16	77	43	1,380	1,551
Totals:	14,626	5,422	3,442	14,579	19,130	57,199

STUDENT TOTALS AND PERCENTAGES BY PROGRAM TYPE:

State Departments of Education.....	47,971	84%
Schools for the Blind.....	5,115	9%
Rehabilitation Programs.....	2,562	4%
Programs For Multihandicapped.....	1,551	3%

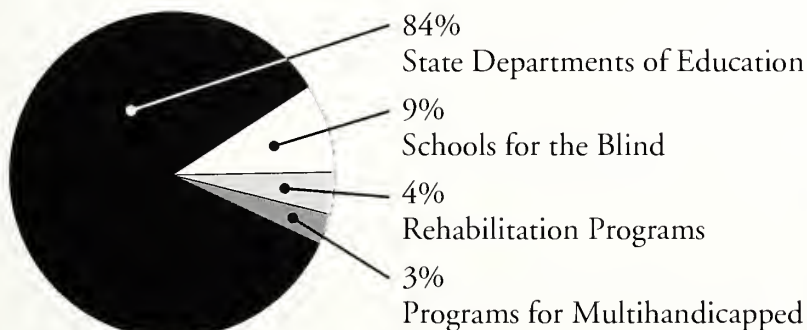
STUDENT READERS BY READING MEDIUM:



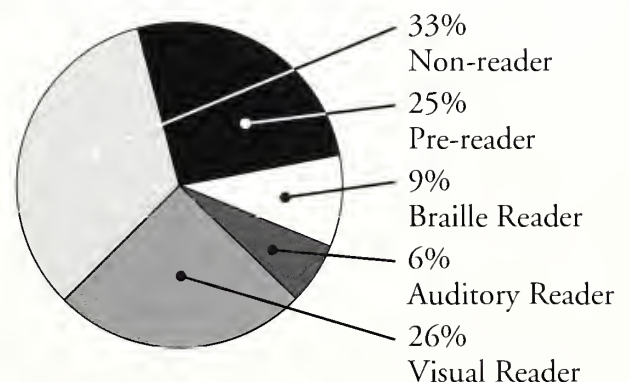
STUDENT TOTALS AND PERCENTAGES BY READING MEDIUM:

Visual Reader	14,626	26%
Braille Reader	5,422	9%
Auditory Reader	3,442	6%
Pre-Reader	14,579	25%
Non-Reader	19,130	33%

STUDENT PERCENTAGES BY PROGRAM TYPE:



STUDENT PERCENTAGES BY PRIMARY READING MEDIUM REPORTING CODES:



EXPLANATION OF READING MEDIA:

- **Visual Reader:** Students primarily using print
- **Braille Reader:** Students primarily using braille
- **Auditory Reader:** Students primarily using a reader or auditory material
- **Pre-reader:** Students working on or toward a readiness level; infants, preschoolers, or older students with reading potential
- **Non-reader:** Students who show no reading potential; students who do not fall in any of the above categories.

These data were collected and prepared by the Department of Field Services of the American Printing House for the Blind in the administration of the Federal Act to Promote the Education of the Blind of 1879.

AGENCIES RECEIVING FEDERAL QUOTA FUNDS

Agencies for the Education of the Visually Impaired in the United States Receiving Federal Quota Funds Due Under an Act to Promote the Education of the Blind, Fiscal Year 2005

State and Agency	Pupils as of January 5, 2004	FY 2005 Allocation in Dollars
ALABAMA		
Alabama State Department of Education, Talladega	674	155,632.22
Alabama State Department of Education, *PNP, Talladega	74	17,087.22
Alabama Institute for Deaf and Blind, Talladega	297	68,579.78
ALASKA		
Alaska State Department of Education, Anchorage	200	46,181.67
AMERICAN SAMOA		
American Samoa Department of Education, Pago Pago	9	2,078.18
ARIZONA		
Arizona State Department of Education, Phoenix	997	230,215.61
Arizona State Schools for the Deaf and the Blind, Tucson	177	40,870.78
ARKANSAS		
Arkansas State Department of Education, Sherwood	267	61,652.53
Arkansas State Department of Education, PNP, Sherwood	58	13,392.68
Arkansas School for the Blind, Little Rock	87	20,089.03
Lions World Services for the Blind, Little Rock	51	11,776.33
Conway Human Development Center, Conway	66	15,239.95
CALIFORNIA		
California Department of Education, Sacramento	5,296	1,222,890.46
California Department of Education, PNP, Sacramento	815	188,190.29
California School for the Blind, Fremont	75	17,318.13
Braille Institute of America, Los Angeles	24	5,541.80
Orientation Center for the Blind, Albany	24	5,541.80
COLORADO		
Colorado Department of Education, Colorado Springs	629	145,241.34
Colorado School for the Deaf and the Blind, Colorado Springs	61	14,085.41
Rehabilitation Center, Denver	16	3,694.53

Note: The agencies in this section are in the following order within each state: State Departments of Education, Schools for the Blind, Rehabilitation Programs, Programs for the Multihandicapped.

*Note: The abbreviation "PNP" means "Private, Non-profit."

AGENCIES RECEIVING QUOTA FUNDS {CONTINUED}

Agencies for the Education of the Visually Impaired in the United States Receiving Federal Quota Funds Due Under an Act to Promote the Education of the Blind, Fiscal Year 2005

State and Agency	Pupils as of January 5, 2004	FY 2005 Allocation in Dollars
CONNECTICUT		
Board of Education and Services for the Blind, Connecticut, Windsor	761	175,721.24
Oak Hill School, Hartford	21	4,849.08
Connecticut State Department of Mental Retardation, Hartford	96	22,167.20
DELAWARE		
State Department of Education, New Castle	134	30,941.72
Division for the Visually Impaired, New Castle	47	10,852.69
DISTRICT OF COLUMBIA		
District of Columbia Public Schools, Washington, DC	64	14,778.13
Columbia Lighthouse for the Blind, Riverdale, MD	129	29,787.18
District of Columbia Department of Human Services, Washington, DC	4	923.63
FLORIDA		
Florida State Department of Education, Tampa	1,700	392,544.17
Florida State Department of Education, PNP, Tampa	67	15,470.86
Florida School for the Deaf and the Blind, St. Augustine	181	41,794.41
Division of Blind Services, Daytona Beach	66	15,239.95
Conklin Centers for the Blind, Daytona Beach	38	8,774.52
Miami Lighthouse for the Blind, Inc., Miami	7	1,616.36
GEORGIA		
Georgia State Department of Education, Forest Park	996	229,984.70
Georgia State Department of Education, PNP, Forest Park	4	923.63
Georgia Academy for the Blind, Macon	92	21,243.57
Center for the Visually Impaired, Atlanta	69	15,932.68
East Central Regional Hospital, Gracewood	7	1,616.36
GUAM		
Guam Department of Education, Hagatña	14	3,232.72
HAWAII		
Hawaii Department of Education, Honolulu	155	35,790.79
Hawaii Department of Education, PNP, Honolulu	38	8,774.52
Hawaii Center for the Deaf and the Blind, Honolulu	3	692.73

AGENCIES RECEIVING QUOTA FUNDS {CONTINUED}

Agencies for the Education of the Visually Impaired in the United States Receiving Federal Quota Funds Due Under an Act to Promote the Education of the Blind, Fiscal Year 2005

State and Agency	Pupils as of January 5, 2004	FY 2005 Allocation in Dollars
IDAHO		
Idaho State Department of Education, Gooding	264	60,959.80
Idaho School for the Deaf and the Blind, Gooding	24	5,541.80
Idaho Commission for the Blind, Boise	7	1,616.36
Idaho State School and Hospital, Nampa	7	1,616.36
ILLINOIS		
Illinois State Board of Education, Chicago	1,665	384,462.38
Illinois State Board of Education, PNP, Chicago	553	127,692.31
Illinois School for the Visually Impaired, Jacksonville	79	18,241.76
The Chicago Lighthouse for People Who Are Blind or Visually Impaired, Chicago	265	61,190.71
The Hadley School for the Blind, Winnetka	927	428,104.06
Illinois Center for Rehabilitation and Education—Wood, Chicago	25	5,772.71
The Hope School, Springfield	7	1,616.36
INDIANA		
Indiana Department of Education, Indianapolis	717	165,561.28
Indiana Department of Education, PNP, Indianapolis	24	5,541.80
Indiana School for the Blind, Indianapolis	122	28,170.82
Indiana Department of Education, Adult Students, Indianapolis	70	16,163.58
IOWA		
Iowa Department of Education, Des Moines	407	93,979.69
Iowa Department of Education, PNP, Des Moines	5	1,154.54
Iowa Braille and Sight Saving School, Vinton	27	6,234.53
Iowa Department for the Blind, Des Moines	12	2,770.90
Glenwood Resource Center, Glenwood	39	9,005.43
KANSAS		
Kansas State Board of Education, Kansas City	421	97,212.41
Kansas State Board of Education, PNP, Kansas City	110	25,399.92
Kansas State School for the Blind, Kansas City	49	11,314.51
Rehabilitation Center for the Blind, Topeka	12	2,770.90

AGENCIES RECEIVING QUOTA FUNDS {CONTINUED}

Agencies for the Education of the Visually Impaired in the United States Receiving Federal Quota Funds Due Under an Act to Promote the Education of the Blind, Fiscal Year 2005

State and Agency	Pupils as of January 5, 2004	FY 2005 Allocation in Dollars
KENTUCKY		
Kentucky Department of Education, Louisville	607	140,161.36
Kentucky Department of Education, PNP, Louisville	56	12,930.87
Kentucky School for the Blind, Louisville	64	14,778.13
Kentucky Department for the Blind, Louisville	20	4,618.17
LOUISIANA		
Louisiana Department of Education, Baton Rouge	416	96,057.87
Louisiana Department of Education, PNP, Baton Rouge	1	230.91
Louisiana School for the Visually Impaired, Baton Rouge	46	10,621.78
Louisiana Center for the Blind, Ruston	40	9,236.33
The Lighthouse for the Blind in New Orleans Inc., New Orleans	9	2,078.18
MAINE		
Maine Division for the Blind and Visually Impaired, Bangor	233	53,801.64
MARYLAND		
Maryland State Department of Education, Baltimore	789	182,186.68
Maryland State Department of Education, PNP, Baltimore	217	50,107.11
The Maryland School for the Blind, Baltimore	166	38,330.78
MASSACHUSETTS		
Massachusetts Department of Education, Malden	1,497	345,669.78
Massachusetts Department of Education, PNP, Malden	145	33,481.71
Perkins School for the Blind, Watertown	449	103,677.84
The Carroll Center for the Blind, Newton	22	5,079.98
Massachusetts Association for the Blind, Brookline	14	3,232.72
Walter E. Fernald State School, Waltham	64	14,778.13
Massachusetts Commission for the Blind, Boston	174	40,178.05
MICHIGAN		
Michigan State Department of Education, Flint	2,162	499,223.82
Michigan State Department of Education, PNP, Flint	15	3,463.63
Michigan Commission for the Blind Training Center, Kalamazoo	205	47,336.21
Visually Handicapped Services, Detroit Receiving Hospital and University Health Center, Detroit	11	2,539.99

AGENCIES RECEIVING QUOTA FUNDS {CONTINUED}

Agencies for the Education of the Visually Impaired in the United States Receiving Federal Quota Funds Due Under an Act to Promote the Education of the Blind, Fiscal Year 2005

State and Agency	Pupils as of January 5, 2004	FY 2005 Allocation in Dollars
MINNESOTA		
Minnesota Department of Education, Faribault	769	177,568.51
Minnesota Department of Education, PNP, Faribault	4	923.63
Minnesota State Academy for the Blind, Faribault	52	12,007.23
Blind, Inc., Minneapolis	12	2,770.90
Vision Loss Resources, Minneapolis	13	3,001.81
Duluth Lighthouse for the Blind, Duluth	3	692.73
MISSISSIPPI		
Mississippi State Department of Education, Jackson	104	24,014.47
Mississippi School for the Blind, Jackson	96	22,167.20
Addie McBryde Rehabilitation Center for the Blind, Jackson	23	5,310.89
MISSOURI		
Department of Elementary and Secondary Education, St. Louis	777	179,415.78
Department of Elementary and Secondary Education, PNP, St. Louis	149	34,405.34
Missouri School for the Blind, St. Louis	97	22,398.11
Alphapointe Association for the Blind, Kansas City	5	1,154.54
Missouri Family Support Division, Jefferson City	32	7,389.07
MONTANA		
Montana State Department of Public Instruction, Great Falls	173	39,947.14
Montana State Department of Public Instruction, PNP, Great Falls	1	230.91
Montana School for the Deaf and the Blind, Great Falls	22	5,079.98
NEBRASKA		
Nebraska State Department of Education, Nebraska City	423	97,674.23
Nebraska Center for the Education of Children Who Are Blind or Visually Impaired, Nebraska City	7	1,616.36
NEVADA		
Nevada Department of Education, Carson City	285	65,808.88
NEW HAMPSHIRE		
New Hampshire Department of Education, Concord	149	34,405.34
New Hampshire Department of Education, PNP, Concord	1	230.91

AGENCIES RECEIVING QUOTA FUNDS {CONTINUED}

Agencies for the Education of the Visually Impaired in the United States Receiving Federal Quota Funds Due Under an Act to Promote the Education of the Blind, Fiscal Year 2005

State and Agency	Pupils as of January 5, 2004	FY 2005 Allocation in Dollars
NEW JERSEY		
New Jersey Commission for the Blind and Visually Impaired, Newark	1,945	449,116.71
St. Joseph's School for the Blind, Jersey City	104	24,014.47
NEW MEXICO		
New Mexico State Department of Education, Alamogordo	313	72,274.31
New Mexico State Department of Education, PNP, Alamogordo	11	2,539.99
New Mexico School for the Visually Handicapped, Alamogordo	84	19,396.30
NEW YORK		
New York State Education Department, Batavia	2,900	669,634.18
New York State Education Department, PNP, Batavia	1,332	307,569.90
Lavelle School for the Blind, Bronx	98	22,629.02
The New York Institute for Special Education, Bronx	98	22,629.02
New York State School for the Blind, Batavia	76	17,549.03
Helen Keller National Center, Sands Point	30	6,927.25
NORTH CAROLINA		
North Carolina Department of Public Instruction, Raleigh	807	186,343.03
North Carolina Department of Public Instruction, PNP, Raleigh	325	75,045.21
The Governor Morehead School, Raleigh	487	112,452.36
Division of Services for the Blind, Raleigh	19	4,387.26
NORTH DAKOTA		
Department of Public Instruction, Grand Forks	158	36,483.52
Department of Public Instruction, PNP, Grand Forks	16	3,694.53
North Dakota School for the Blind, Grand Forks	89	20,550.84
OHIO		
Ohio State Department of Education, Columbus	1,451	335,048.00
Ohio State Department of Education, PNP, Columbus	14	3,232.72
Ohio State School for the Blind, Columbus	102	23,552.65
Clovernook Center for the Blind, Cincinnati	9	2,078.18
OKLAHOMA		
Oklahoma School for the Blind, Muskogee	73	16,856.31
Oklahoma Department of Rehabilitation, Oklahoma City	623	143,855.89

AGENCIES RECEIVING QUOTA FUNDS {CONTINUED}

Agencies for the Education of the Visually Impaired in the United States Receiving Federal Quota Funds Due Under an Act to Promote the Education of the Blind, Fiscal Year 2005

State and Agency	Pupils as of January 5, 2004	FY 2005 Allocation in Dollars
OREGON		
Oregon Department of Education, Salem	601	138,775.91
Oregon School for the Blind, Salem	32	7,389.07
PENNSYLVANIA		
Pennsylvania Department of Education, Harrisburg	1,590	367,144.25
Pennsylvania Department of Education, PNP, Harrisburg	18	4,156.35
Overbrook School for the Blind, Philadelphia	321	74,121.58
Western Pennsylvania School for Blind Children, Pittsburgh	175	40,408.96
Pittsburgh Vision Services, Pittsburgh	33	7,619.98
Royer-Greaves School for the Blind, Paoli	28	6,465.43
PUERTO RICO		
Rehabilitation Center for the Blind of Puerto Rico, San Juan	33	7,619.98
RHODE ISLAND		
Rhode Island Department of Education, Providence	156	36,021.70
Rhode Island Department of Education, PNP, Providence	63	14,547.23
SOUTH CAROLINA		
South Carolina Department of Education, Columbia	370	85,436.08
South Carolina School for the Deaf, Blind, and Multihandicapped, Columbia	179	41,332.59
South Carolina School for the Deaf, Blind, and Multihandicapped, PNP, Columbia	50	11,545.42
South Carolina Commission for the Blind, Columbia	24	5,541.80
South Carolina Department of Disabilities and Special Needs, Columbia	346	79,894.28
SOUTH DAKOTA		
South Dakota Department of Education, Pierre	65	15,009.04
South Dakota School for the Blind and Visually Impaired, Aberdeen	89	20,550.84
South Dakota Rehabilitation Center for the Blind, Sioux Falls	8	1,847.27
TENNESSEE		
Tennessee State Department of Education, Nashville	844	194,886.64
Tennessee State Department of Education, PNP, Nashville	54	12,469.05
Tennessee School for the Blind, Nashville	175	40,408.96

AGENCIES RECEIVING QUOTA FUNDS {CONTINUED}

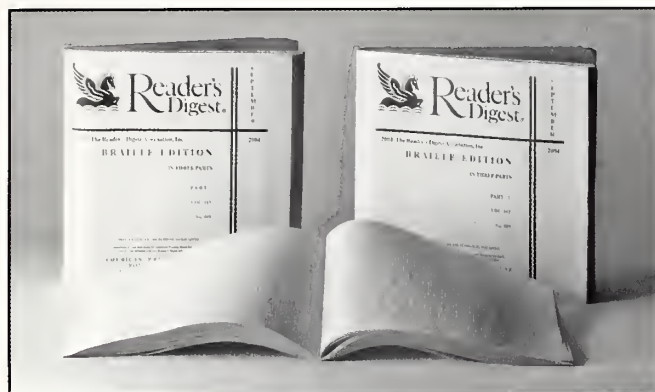
Agencies for the Education of the Visually Impaired in the United States Receiving Federal Quota Funds Due Under an Act to Promote the Education of the Blind, Fiscal Year 2005

State and Agency	Pupils as of January 5, 2004	FY 2005 Allocation in Dollars
TEXAS		
Texas Education Agency, Austin	4,573	1,055,943.82
Texas Education Agency, PNP, Austin	2	461.82
Texas School for the Blind and Visually Impaired, Austin	144	33,250.80
The Lighthouse for the Blind of Houston, Houston	46	10,621.78
Criss Cole Rehabilitation Center, Austin	58	13,392.68
Texas Department of Mental Health/Mental Retardation, Austin	752	173,643.07
UTAH		
Utah State Office of Education, Ogden	482	111,297.82
Utah Schools for the Deaf and the Blind, Ogden	227	52,416.19
VERMONT		
Vermont State Department of Education, Burlington	107	24,707.19
VIRGIN ISLANDS		
Virgin Islands Department of Education, Christiansted, St. Croix	24	5,541.80
VIRGINIA		
Virginia Department of Education, Richmond	1,017	234,833.78
Virginia School for the Deaf, Blind, & Multi-Disabled at Hampton, Hampton	35	8,081.79
Virginia School for the Deaf and the Blind—Staunton, Staunton	29	6,696.34
Department for the Blind and Vision Impaired, Richmond	45	10,390.88
Department for the Blind and Vision Impaired, PNP, Richmond	22	5,079.98
WASHINGTON		
Washington State Department of Public Instruction, Vancouver	779	179,877.59
Washington State Department of Public Instruction, PNP, Vancouver	81	18,703.58
Washington State School for the Blind, Vancouver	47	10,852.69
WEST VIRGINIA		
West Virginia State Department of Education, Romney	275	63,499.79
West Virginia State Department of Education, PNP, Romney	2	461.82
West Virginia Schools for the Deaf and the Blind, Romney	123	28,401.73

AGENCIES RECEIVING QUOTA FUNDS {CONTINUED}

Agencies for the Education of the Visually Impaired in the United States Receiving Federal Quota Funds Due Under an Act to Promote the Education of the Blind, Fiscal Year 2005

State and Agency	Pupils as of January 5, 2004	FY 2005 Allocation in Dollars
WISCONSIN		
Wisconsin Department of Public Instruction, Madison	659	152,168.59
Wisconsin Department of Public Instruction, PNP, Madison	17	3,925.44
Wisconsin School for the Visually Handicapped and Educational Services for the Visually Impaired, Janesville	55	12,699.96
WYOMING		
Wyoming Department of Education, Sheridan	77	17,779.94
Wyoming Department of Education, PNP, Sheridan	56	12,930.87
Totals	57,199	13,421,777.96



OUR GENEROUS FRIENDS

Across the nation, people who are blind or visually impaired receive free-of-charge accessible magazines from the American Printing House for the Blind (APH). This is possible because of the generous support of family, friends, and others from all walks of life. Their contributions assure that APH programs and services continue to be available to Americans everywhere.

ACCESSIBLE MAGAZINES OFFERED BY APH

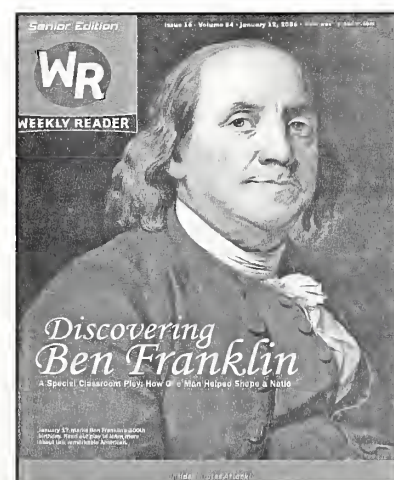
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Gifts of cash: Throughout the year, generous donors remember our programs through direct-mail gifts of cash, checks, and money orders. This is the simplest way of making a tax-deductible contribution.

Stocks and bonds are excellent ways to accomplish charitable intent while the donor benefits from favorable personal or estate tax treatment.

Life insurance giving is a creative estate-planning tool that is gaining popularity.

Gifts that remember a special occasion, memorialize an event, or honor a loved one play a major role in the gift plans of many of our supporters.

Matching gifts from corporations can greatly extend a monetary gift, often doubling it. Particular employers are proud to discuss this benefit.

Corporations frequently share their wealth by means of one-time, specific grants.

Charitable foundations focus on financial needs, operations, and services.

PLANNING WITH GIFT ANNUITIES

Each year, caring individuals use Charitable Gift Annuities (CGA) to provide major financial support to APH. In many cases, this time-tested technique has permitted gifts that otherwise would not have been made.

The Charitable Gift Annuity is a popular estate planning tool that provides income for life and very favorable tax results. Other features of a Charitable Gift Annuity include:

- The amount of annual income is based on the age of the donor.



William H. English and Abraham Nemeth (pictured) were two of the giants of the field of vision who were inducted into the Hall of Fame in 2005. The others inducted in 2005 were the legendary William A. Hadley and J. Max Woolly. You can help support the Hall of Fame, please see the next page.

Department of Development and Magazine Services

The Hall of Fame for Leaders and Legends of the Blindness Field honors those whose work profoundly changed the lives of thousands of blind people. The Hall, a project of the entire field of vision, is housed at APH.

The Wall of Tribute columns are located in the Hall of Fame. You can honor a significant person or organization in your life and support the Hall of Fame by placing an engraved stone in one of these columns.



HOW TO RECEIVE MORE INFORMATION

If you would like to receive further details, or an obligation-free proposal on APH's Charitable Gift Annuity program or learn more about Wills, please contact the APH Development Department at 1-888-295-2405.

Wills: Remembering APH in your Will provides a legacy toward our mission of helping those who are blind and visually impaired. A Will is one of the most important documents you will execute during your life.

If you wish to make the American Printing House for the Blind the recipient of a personal bequest, one of the following forms may be used:

"I hereby give, devise, and bequeath to the American Printing House for the Blind, Inc., Louisville, Kentucky, my entire estate."

OR

"I hereby give, devise, and bequeath to the American Printing House for the Blind, Inc., Louisville, Kentucky, the sum of _____ dollars (\$_____)."

OR

"I give, devise, and bequeath to the American Printing House for the Blind, Inc., Louisville, Kentucky, (state a fraction or a percentage) of the rest, residue, or remainder of my estate, whether real or personal."

Always consult your lawyer before making or changing your Will.

The American Printing House for the Blind, Inc. is a 501(c)(3) nonprofit organization. Gifts are tax-deductible.

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- A portion of the amount transferred to our CGA program is deductible as a charitable contribution on your federal tax return.
- The annuity payment is fixed at the time the gift is made and will not change.
- You receive the satisfaction of knowing that your significant gift helped our nation's children and adults who are blind.

REVENUE STATEMENT

FOR THE YEARS ENDED SEPTEMBER 30, 2005 AND 2004

The American Printing House for the Blind (APH) creates educational, workplace, and life-style products for people who are visually impaired or blind.

PRODUCTS DISTRIBUTED AND SOLD:

	2005	2004
Braille	\$ 2,619,053	\$ 3,257,885
Recording and Duplication	3,537,902	3,476,503
Large Type	3,813,331	3,839,558
Educational Aids	7,504,189	8,082,828
Electronic Products	4,051,802	3,779,840
Other	(1,088,007)	(1,884,298)
TOTAL PRODUCTS SOLD	20,438,270	20,552,316

OTHER INCOME:

	2005	2004
Contributions	1,211,276	1,062,267
Bequests	935,600	3,582,413
Interest and Dividends	1,164,339	1,579,990
Net Gain (Loss) on Investments	4,623,580	3,442,677
Miscellaneous	476,970	1,590,241
TOTAL OTHER INCOME (LOSS)	8,411,765	11,257,588
TOTAL REVENUE	\$ 28,850,035	\$ 31,809,904

STATEMENTS OF FINANCIAL POSITION

September 30,	2005	2004
<u>ASSETS</u>		
Cash and cash equivalents	\$ 6,112,232	\$ 8,684,843
Investments	67,617,923	59,658,600
Accounts receivable, trade	1,648,257	1,253,723
Government programs receivable	522,396	636,783
Beneficial interest under split-interest agreements	257,885	277,150
Inventories	8,272,709	7,505,915
Prepaid expenses	4,882	83,198
Prepaid pension expense	1,185,887	1,382,279
Investments, the use of which is limited	2,764,221	2,625,788
Property and equipment, net of accumulated depreciation of \$10,661,088 and \$10,151,136 for 2005 and 2004, respectively	3,964,285	4,055,872
<u>TOTAL ASSETS</u>	92,350,677	86,164,151
<u>LIABILITIES AND NET ASSETS</u>		
LIABILITIES		
Accounts payable and customer deposits	1,158,258	998,549
Accrued payroll	270,318	270,234
Accrued taxes and payroll withholdings	13,229	22,670
Accrued vacation	616,679	602,614
Annuities payable	956,523	914,460
Accrued post-retirement benefits		6,050
Total Liabilities	3,015,007	2,814,577
NET ASSETS		
Unrestricted	86,214,802	80,345,276
Temporarily restricted	356,647	378,510
Permanently restricted	2,764,221	2,625,788
Total Net Assets	89,335,670	83,349,574
<u>TOTAL LIABILITIES AND NET ASSETS</u>	92,350,677	86,164,151

Full audited financial statements are available upon request.

STATEMENTS OF ACTIVITIES

Statement of Activities and Changes in Net Assets 2005

Year Ended September 30,

	Unrestricted		
	General Fund	Endowment Fund	Total
SUPPORT, REVENUES, AND GAINS			
Products distributed and sold	\$ 20,438,270	\$	\$ 20,438,270
Contributions and bequests	1,164,913	976,963	2,141,876
Interest and dividends	105,481	1,058,858	1,164,339
Gain on investments	188,386	4,296,761	4,485,147
Miscellaneous income	474,743	2,227	476,970
Net assets released from restrictions	7,598	19,265	26,863
Total Support, Revenues, and Gains	22,379,391	6,354,074	28,733,465
EXPENSES AND LOSSES			
Costs of products distributed and sold	15,989,147		15,989,147
General and administrative	4,153,655	914	4,154,569
Program support	1,264,071	161,159	1,425,230
Fund-raising and development	861,604		861,604
Miscellaneous expense	217,095		217,095
Loss on investments			
Investment fees		216,294	216,294
Total Expenses and Losses	22,485,572	378,367	22,863,939
CHANGE IN NET ASSETS	(106,181)	5,975,707	5,869,526
NET ASSETS, BEGINNING OF YEAR	24,200,373	56,144,903	80,345,276
NET ASSETS, END OF YEAR	\$ 24,094,192	\$ 62,120,610	\$ 86,214,802

STATEMENTS OF ACTIVITIES {CONTINUED}

Statement of Activities and Changes in Net Assets 2005

2005

Temporarily Restricted			Permanently Restricted	
General Fund	Endowment Fund	Total	Endowment Fund	Total
\$	\$	\$	\$	\$
5,000		5,000		20,438,270
				2,146,876
				1,164,339
			138,433	4,623,580
				476,970
(7,598)	(19,265)	(26,863)		
(2,598)	(19,265)	(21,863)	138,433	28,850,035
				15,989,147
				4,154,569
				1,425,230
				861,604
				217,095
				216,294
0	0	0	0	22,863,939
(2,598)	(19,265)	(21,863)	138,433	5,986,096
101,360	277,150	378,510	2,625,788	83,349,574
\$ 98,762	\$ 257,885	\$ 356,647	\$ 2,764,221	\$ 89,335,670

STATEMENTS OF ACTIVITIES {CONTINUED}

Statement of Activities and Changes in Net Assets 2004

Year Ended September 30,

	Unrestricted		
	General Fund	Endowment Fund	Total
SUPPORT, REVENUES, AND GAINS			
Products distributed and sold	\$ 20,552,316	\$	\$ 20,552,316
Contributions and bequests	1,105,471	3,385,214	4,490,685
Interest and dividends	420,095	1,159,895	1,579,990
Gain on investments		3,263,377	3,263,377
Miscellaneous income	1,589,589	652	1,590,241
Net assets released from restrictions			
Total Support, Revenues, and Gains	23,667,471	7,809,138	31,476,609
EXPENSES AND LOSSES			
Costs of products distributed and sold	16,491,895		16,491,895
General and administrative	4,186,378	(4,213)	4,182,165
Program support	1,051,282	347,620	1,398,902
Fund-raising and development	873,806		873,806
Miscellaneous expense	186,710		186,710
Loss on investments	156,537		156,537
Investment fees		149,641	149,641
Total Expenses and Losses	22,946,608	493,048	23,439,656
CHANGE IN NET ASSETS	720,863	7,316,090	8,036,953
NET ASSETS, BEGINNING OF YEAR	23,479,510	48,828,813	72,308,323
NET ASSETS, END OF YEAR	\$ 24,200,373	\$ 56,144,903	\$ 80,345,276

STATEMENTS OF ACTIVITIES {CONTINUED}

Statement of Activities and Changes in Net Assets 2004

2004

Temporarily Restricted			Permanently Restricted		
General Fund	Endowment Fund	Total	Endowment Fund	Total	
\$	\$	\$	\$	\$	20,552,316
101,360	52,635	153,995			4,644,680
					1,579,990
			179,300		3,442,677
					1,590,241
101,360	52,635	153,995	179,300		31,809,904
					16,491,895
					4,182,165
					1,398,902
					873,806
					186,710
					156,537
					149,641
0	0	0	0		23,439,656
101,360	52,635	153,995	179,300		8,370,248
	224,515	224,515	2,446,488		74,979,326
\$ 101,360	\$ 277,150	\$ 378,510	\$ 2,625,788	\$	83,349,574

STATEMENTS OF CASH FLOWS

Year Ended September 30,	2005	2004
CASH FLOWS FROM OPERATING ACTIVITIES		
Cash received from customers	\$ 20,259,106	\$ 21,661,815
Cash paid to suppliers, employees, and others	(22,439,623)	(24,147,426)
Cash received from gifts and bequests	2,015,554	4,658,818
Interest and dividends	1,174,121	1,579,990
Other income and support	476,970	1,590,241
Net Cash Provided by Operating Activities	1,486,128	5,343,438
CASH FLOWS FROM INVESTING ACTIVITIES		
Proceeds from sale of marketable securities	58,147,480	28,468,088
Purchase of marketable securities	(61,574,217)	(29,108,153)
Purchase of property and equipment	(735,617)	(997,029)
Net Cash Used in Investing Activities	(4,162,354)	(1,637,094)
CASH FLOWS FROM FINANCING ACTIVITIES		
Proceeds from contributions restricted for investment subject to annuity agreements	463,764	286,077
Payments of annuity obligations	(360,149)	(381,318)
Net Cash Used in Investing Activities	103,615	(95,241)
INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	(2,572,611)	3,611,103
CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR	8,684,843	5,073,740
CASH AND CASH EQUIVALENTS, END OF YEAR	\$ 6,112,232	\$ 8,684,843

SCHEDULES OF COSTS

Schedules of Costs of Products Distributed, General and Administrative, Program Support, Fund-Raising and Development Functional Expenses 2005

Year Ended September 30,

2005

	Program A	Program B	Fund-Raising	Development	Total
Cost of materials and production	\$	\$ 8,155,115	\$	\$	\$ 8,155,115
Labor costs	78,023	9,541,332	81,838	267,937	9,969,130
Supplies	4,063	491,262	169	11,050	506,544
Dues and subscriptions	779	29,585	681	2,117	33,162
Travel	3,205	108,021		1,814	113,040
Professional service fees	3,864	391,604	303,657	3,932	703,057
Legal fees		30,746	475	3,654	34,875
Public relations	2,793	92,624	61	11,110	106,588
Public education	1,365	11,391	1,115	15,521	29,392
Utilities and telephone	36	355,303		435	355,774
Postage	704	212,322	120,182	16,852	350,060
Equipment rental and maintenance	1,392	897,910		14,160	913,462
Insurance	2,200	101,337			103,537
Depreciation	14,922	812,062			826,984
Rent	16,800	(16,800)			
Other	3,348	221,638	4,346	498	229,830
Total Program Expenses	\$ 133,494	\$ 21,435,452	\$ 512,524	\$ 349,080	\$ 22,430,550

Program A: Callahan Museum

Program B: Production, support and administrative expenses related to
producing products for people who are blind or visually impaired.

SCHEDULES OF COSTS {CONTINUED}

Schedules of Costs of Products Distributed, General and Administrative, Program Support, Fund-Raising and Development Functional Expenses 2004

Year Ended September 30,

2004

	Program A	Program B	Fund-Raising	Development	Total
Cost of materials and production	\$	\$ 8,316,989	\$	\$	\$ 8,316,989
Labor costs	95,122	9,741,492	79,732	267,528	10,183,874
Supplies	3,164	539,999	7,988	8,152	559,303
Dues and subscriptions	1,055	31,747	639	2,016	35,457
Travel	3,913	113,841		6,762	124,516
Professional service fees	988	433,731	286,682	5,016	726,417
Legal fees		39,758	70		39,828
Public relations	762	73,998		10,872	85,632
Public education	2,703		64	25,221	27,988
Utilities and telephone	31	348,781		483	349,295
Postage	308	188,766	124,513	18,284	331,871
Equipment rental and maintenance	1,701	932,173		21,126	955,000
Insurance	2,200	97,765			99,965
Depreciation	7,929	888,203			896,132
Rent	16,800	(16,800)			
Other	10,829	195,014	8,389	269	214,501
Total Program Expenses	\$ 147,505	\$ 21,925,457	\$ 508,077	\$ 365,729	\$ 22,946,768

Program A: Callahan Museum

Program B: Production, support and administrative expenses related to producing products for people who are blind or visually impaired.



Cover Art

Girl Dressed Wild, acrylic on canvas
by Veronica Pitts

A student from
South Carolina School
for the Deaf and the Blind,
Spartanburg, South Carolina



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